What Have We Done For You Lately?

With the year half over, the Chamber is taking stock of the progress made in the past 90 days to move forward with our goals for 2012:

- **Support Development of Energy Technologies and Energy Related Businesses**
- **Support the Growth and Expansion of Existing Businesses**
- **Promote the Community as a Great Place to Work and an Even Better Place to Live**
- **Provide Businesses with the tools, education and networking in order to grow their customer bases and increase profitability**

Key actions of the Chamber include:
- Reached out to a variety of energy producers including the regional coal companies and natural gas producers to engage them in the process of identifying how we can best spur innovation and attract additional energy related businesses to the community.
- Continued to educate members about all aspects of energy by hosting six energy briefings.
- Lobbied on behalf of local businesses during the remainder of the Colorado Legislative Session. Over the course of the session, positions were taken on 35 bills with an overall success rate of 77%.
- Provided public comment on several issues related to the economy and public lands including the BLM Proposed Rules on Hydraulic Fracturing.
- On the local level, the Chamber was active in discussions that will impact future business growth and development in the South Downtown and North Avenue areas.
- Offered seminars related to utilizing technology to drive business growth.
- Hosted networking events including three Business After Hours, three Networking at Noon, and three weekly leads generation groups.
- Worked, in collaboration with ED Partners, on two potential job creation projects.
- Blue Band/Shop Local celebrated its second birthday as a program and is working on a mobile app to assist shoppers in locating Blue Band participating businesses.
- Greenback$ awarded rebates to seven local businesses and non profits for completing energy conservation projects.
- The Mesa County Leadership program graduated 19 individuals interested in community service.
- The first Summer Youth Education and Employment Fair was held with over 600 attendees and over 20 exhibitors.

Follow the Grand Junction Chamber on [social media links] and on gjchamber.org.
Creating A Favorable Business Climate

The Chamber Board in June weighed in on two policy areas that ultimately will affect the local business climate and the ability of businesses to create jobs.

The Board voted to send a letter to the Grand Junction City Council asking that they consider funding related to economic development as they begin their 2013 budget process. Specifically, the Board pointed to the need for growing the campus capacity of Colorado Mesa University and the capacity of the local transportation infrastructure in order to spur private investment in the area.

Additionally, the Board went on record asking the BLM to abandon a proposal to regulate hydraulic fracturing on public lands across the nation. This process is already regulated at the state level on public lands and as such, a federal rule would be redundant. Moreover, the Board contended that the BLM did not sufficiently examine the socioeconomic impacts of such a rule.

Both issues are key to providing opportunities for business growth.

Leadership Class Named

The Grand Junction Area Chamber is proud to sponsor the Mesa County Leadership program. The program provides a comprehensive look at various unique aspects that form our community, including local government, public lands, health care, education and human services. The program spans ten months and more than 70 hours of interactive learning for participants chosen to be in the class. Classes are coordinated by local community leaders.

The Chamber sponsors this program as an action step to meet our strategic initiative of increasing the infrastructure necessary to support economic growth while maintaining our quality of life. A key component of that infrastructure is people with a broad knowledge base of the community and a willingness to serve in a leadership capacity. Since 1991 the class has graduated over 190 individuals, some of which have gone on to serve on non-profit boards and run for public office.

The following individuals have been chosen to participate in the next Mesa County Leadership program which starts in September and continues through May of 2013:

- Brenda Brock - Alpine Bank Horizon Drive
- Linda Dannenberger - Mesa County Administration
- Mollie Feddersen - Wells Fargo Bank
- Frances Franco - Colorado Mesa University Foundation
- Michelle Howard - CenturyLink
- Leif Johnson - Grand Junction Area Chamber of Commerce
- Brad Keller - FCI Constructors, Inc.
- Nathan Kinney - St. Mary’s Hospital & Regional Medical Center
- Suzie Miller - Mesa County Workforce Center
- David Priske - Ute Water
- Jeff Schuster - Partners
- Kim Staley - US Bank
- Rebecca Wallace - CommWest
- Doug Walsh - Grand Junction Fire Department
- Greg Williams - Ute Water
- Patricia Worthington - ANB Bank Clifton

Business Walk Scheduled for North Avenue on July 19th

The Chamber is seeking 20 to 30 members who would like to make more business contacts by helping us deliver goodies and a positive message of thanks to businesses in the North Avenue area on July 19th. In less than two hours, we guarantee that you will see between 10 and 20 businesses.

Volunteers will meet at 9:30 AM at JF Strothman Distillery, 2862 North Ave be given materials and a small plate of goodies along with their assignments. The walk begins at 10 AM and will conclude by 11:30 AM. Come take a walk with us!

To sign up email info@gjchamber.org or register online at www.gjchamber.org.
Jump Start Learning Targeted by Foundation

The Mesa County Business Education Foundation is hosting Jump Start, an effort to get students ready for another school year with a week of activities beginning August 13th.

For high school students the Foundation is offering a **FREE** speed reading course on Monday, August 13th, 8:00 AM to 3:00 PM at the Colorado Mesa University Ballroom. This class which commercially can cost participants over $200 is being offered to any high school student with at least a ninth grade reading level. Sign up by calling 970.242.3214 or emailing info@gjchamber.org.

Elementary students will have a morning of fun in the sun while exploring all the places they can learn “cool stuff” outside of the classroom on August 14th from 9:00 AM until 12:00 PM at Lincoln Park. Numerous local organizations including the John McConnell Math and Science Center and the Museum of Western Colorado will be offering hands on activities aimed at engaging their brain power.

For more information contact Betsy Bair at bbair@gjchamber.org or 970.263.2917.

Business Resource Fair July 11th at Mesa Mall

The Business Incubator, Mesa Mall, the Chamber and other local economic development partners and nonprofit agencies are planning a Business Resource Fair for current and future business owners/managers on **July 11th, 4:00 PM to 7:00 PM in the J.C. Penney Courtyard of Mesa Mall.**

The purpose of the event is to let area entrepreneurs know about the various resources at their disposal for either starting a business or expanding a business. Representatives will be on hand to answer questions about licensing, business plans, financing, marketing, leasing space in the Mall and much more. There will also be an area set aside for one on one business counseling sessions with senior retired professionals.

This is an open house format so participants can come and go according to their individual schedules.

The Grand Valley is “open for business” so come find out how we can help you be successful in business.

Updated Maps Available in July

Yes, you have a GPS and Google Maps is always willing to tell you where to go. So, why would you want to swing by and pick up a brand new City of Grand Junction map this month? There are several reasons. First, it shows all of the newly added streets (Remember how long it took for your GPS to realize that the Riverside Parkway existed?). Secondly, if you have several stops to make it may be easier to simply use a map. Third, a GPS can cost hundreds of dollars. Our maps are free to our members in limited quantities.

Call or stop by later this month to pick up a new map and support those who make it possible with their advertising.

19th Annual Golf Tournament

**Friday, September 28, 2012**

Golf Club at Redlands Mesa

**Early Bird Tee Time:** 7:30 AM
**Afternoon Tee Time:** 1 PM

**Individual Player:** $110
**Corporate Team:** $600 Includes Hole Sponsorship

Take advantage of great fall weather, a nationally recognized golf course, and the Chamber’s ability to put you in touch with other business professionals by signing up for the Annual Golf Tournament.

**Title Sponsors:**

Pinnacol Assurance & Shaw Construction

**Register:**

Online: gjchamber.org
PH: (970) 242-3214
e-Mail: info@gjchamber.org

Come spend an afternoon with Organizational Development Specialist Carlene Goldthwaite, SPHR as she guides us through employment-related activities such as:

* Interviewing—Do’s and Don’ts *
* Performance Appraisals *
* Employee Discipline

This event is free to non-WCHRA members, current members may attend for a nominal charge of $10.00. Please join us for networking and light hors d’oeuvres after the presentation.
Americans For Prosperity Foundation
2111 Wilson Blvd, Ste 350
Arlington, VA 22201
Josh Key
(720) 442-5804
www.americansforprosperity.org
Professional Associations

Bookcliff Hearing Rehab Center
120 W Park Dr Ste 111
Grand Junction, CO 81505
Sheana Emerson
(970) 241-8255
www.hearingrehabcenter.com
Audiology: Hearing Aid Sales, Service & Testing
Hearing Aids

Colorado Air National Guard
2605 E 8th St
Greeley, CO 80631
MSgt Danielle Phegley
(970) 378-5010
www.goang.com/co
Military

Evergreen Electric Vehicles
743 Horizon Ct Ste 104
Grand Junction, CO 81506
Ryan Alexander
(970) 257-0346
www.evergreenev.com
Manufacturing

The Food Taxi
2829 North Ave Ste 211
Grand Junction, CO 81501
Sean Petty - (970) 241-1904
www.gjfoodtaxi.com
Restaurant: Delivery Service

Mediquip LLC & Mobility Auto Center LLC
215 S 15th St,
Grand Junction, CO 81501
Rachelle Clennin
(970) 243-9977
www.yourmobilityfreedom.com
Health Care/Medical: Equipment & Supply

Rimrock Adventures
927 Hwy 340, Fruita, CO 81521
Travis Baier - (970) 858-9555
www.rradventures.com
Tourist Attractions/Tours/Recreation

Telluride Ski & Golf Resort
565 Mountain Village Blvd
Telluride, CO 81435
Matt Skinner
(970) 728-6900
www.tellurideskiresort.com
Recreation

Recent Ribbon Cuttings/Groundbreakings

2012 Ribbon Cuttings

Reserve Your Date Now!
Grand Opening
Groundbreaking
New Location
New Owner
Call 242-3214

New Location

RD Media & Design, 1048 Independent Avenue Suite 211, Grand Junction, CO 81505 | (888) 954-9554, (Advertising/Marketing/Public Relations/Graphic Art)
New Location
Purpose of the events is to let area entrepreneurs know about the resources available for either starting or expanding a business. **No cost to attend.**

**JUL 18 | 12:00 Noon**
Clarion Inn Networking@Noon
An opportunity to multi-task by having lunch and getting to know fellow business professionals. **Advance Registration Required:** $17.50 for GJACC members.

**JUL 19 | 9:30 AM**
Business Walk - North Avenue
Join us as we make courtesy calls on our business neighbors and thank them for being part of the economic landscape. **No cost to participate.**

**AUG 28 | 5:30 PM**
Grand Valley Power Business After Hours
Advance Registration: $10 for GJACC members.

**SEP 25 | 5:30 PM**
Girl Scouts Business After Hours
Advance Registration: $10 for GJACC members.

**SEP 28 | 7:30 AM or 1:00 PM**
Golf Club at Redlands Mesa Chamber Golf Tournament
Don’t miss THE tournament of the season. Sponsored by Shaw Construction and Pinnacol Assurance. **Corporate Team $600, Individual Player $110.**

*All events require pre-registration and pre-payment. Registration fees are non-refundable two business days prior to the event. If special assistance is needed, you must notify the Chamber four days prior to the event. Photos will be taken at most Chamber events and used for marketing purposes.*
Energy Briefings Fall Schedule
The Chamber’s Energy Education Committee is hard at work putting together the lineup of energy briefings for our fall series. The dates are set but the topics may change a bit before being finalized. However, in an effort to help you save the dates here is our initial schedule:

- **August 22, 2012**
  Process of Leasing on Federal Lands
- **September 12, 2012**
  Oil in Mesa County
- **September 26, 2012**
  Green River Nuclear Power Plant
- **October 10, 2012**
  Solar on Steroids, the Bright Leaf Process
- **October 24, 2012**
  Flipping the Switch - Xcel Energy Update
- **November 14, 2012**
  Coal Technology - What’s New?

Let’s Do Business at Breakfast!
With the scheduling of Business After Hours and Networking at Noon it was only a matter of time before you would see an invitation from the Chamber to network and learn from each other at breakfast...and here it is!

Chamber Member Sam’s Club is hosting a breakfast networking event open to all members on Wednesday, July 25th, 7:30 AM to 8:30 AM. They will be serving up a full breakfast at no cost. Participants are asked to bring their best ideas for managing their businesses in uncertain times and we will do a fast paced highly interactive roundtable exercise where as members you can learn from each other and share your best ideas. It will be fun and there will be prizes for the best ideas so come prepared to share!

Reservations are requested and can be made at [www.gjchamber.org](http://www.gjchamber.org) or by calling the office 970.242.3214. Come have breakfast, get to know your fellow Chamber members and learn from them!

Join 500 Plan NOW!
Yes, we know it is July and we know that school is not currently in session. But now is the perfect time to make the commitment to become a 500 Plan volunteer. Volunteers give just one hour per week in eight week segments to work one on one with an elementary student. Test scores have shown that this one extra hour a week working with a community volunteer does work in helping students achieve proficiency. Background checks are required (we cover the costs) and a two hour training session is provided.

The students of Mesa County need all of us to work together on their behalf. It is easy to sign up, simply email diane@gjchamber.org and we will forward your name to District 51 to get the ball rolling. To view more information about the program or view videos go to the Chamber website, [www.gjchamber.org](http://www.gjchamber.org) and click on 500 Plan.

Go to School in Your PJ’s for FREE!
Many businesses already know about some of the online data resources provided by the Mesa County Library. RefUSA for example can help business owners identify customers and customize mailing lists. Now business owners can also sharpen their business skills, learn new software programs and take classes that are eligible for continuing education credit at no cost online. All you need is a library card to create a membership with Universal Class, an online learning environment that opens up a world of online classes in everything from negotiation skills to accounting 101. All classes are instructor led and self paced. You can take up to five classes at one time and you have six months to complete the coursework.

You can also learn a new craft or how to do home repairs but at this point there are over 200 classes in the business section alone. Restaurant management to basic research skills...QuickBooks to Virtual Assistant... if you have a need there is a class on it in this resource. And the best part is that it is free to library patrons...okay maybe the best part is you can take the classes in your pajamas. At any rate, check it out at the Mesa County Library!
Sales & Use Tax Revenue Collections

<table>
<thead>
<tr>
<th></th>
<th>May 2012</th>
<th>2011</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Grand Junction</td>
<td>$3,228,333</td>
<td>$3,101,870</td>
<td>4.1%</td>
</tr>
<tr>
<td>Total YTD (Jan)</td>
<td>$16,939,944</td>
<td>$16,143,750</td>
<td>1.05%</td>
</tr>
</tbody>
</table>

Building Permits

<table>
<thead>
<tr>
<th></th>
<th>May 2012</th>
<th>Total Value</th>
<th>2011</th>
<th>Total Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Single Family Residence</td>
<td>45</td>
<td>$9,954,409</td>
<td>23</td>
<td>$4,616,698</td>
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<tr>
<td>New Commercial</td>
<td>2</td>
<td>$103,000</td>
<td>5</td>
<td>$8,281,057</td>
</tr>
<tr>
<td>Other</td>
<td>153</td>
<td>$3,550,341</td>
<td>143</td>
<td>$14,516,977</td>
</tr>
<tr>
<td>Totals</td>
<td>200</td>
<td>$13,607,750</td>
<td>171</td>
<td>$27,414,733</td>
</tr>
<tr>
<td>YTD Totals</td>
<td>605</td>
<td>$39,348,455</td>
<td>691</td>
<td>$57,237,067</td>
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</table>

MLS Statistics - Quarterly

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter 2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Sold</td>
<td>712</td>
<td>623</td>
</tr>
<tr>
<td>Dollar Volume</td>
<td>$100,397,790</td>
<td>$126,600,000</td>
</tr>
<tr>
<td>Total Sold YTD</td>
<td>712</td>
<td>623</td>
</tr>
<tr>
<td>Dollar Volume YTD</td>
<td>$100,397,790</td>
<td>$126,600,000</td>
</tr>
</tbody>
</table>

Hotel/Motel Occupancy

<table>
<thead>
<tr>
<th></th>
<th>May 2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupancy Rate</td>
<td>70.1%</td>
<td>74%</td>
</tr>
<tr>
<td>Average Daily Room Rate</td>
<td>$85.2</td>
<td>$87.24</td>
</tr>
</tbody>
</table>

Mesa County Foreclosures

<table>
<thead>
<tr>
<th>Year</th>
<th>Number Filed</th>
<th>Number Gone to Sale</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>1,290</td>
<td>359</td>
</tr>
<tr>
<td>2010</td>
<td>1,580</td>
<td>1,072</td>
</tr>
<tr>
<td>2011</td>
<td>1,217</td>
<td>854</td>
</tr>
</tbody>
</table>

Source: Grand Junction Area Realtor Association

Lab Market Statistics

<table>
<thead>
<tr>
<th></th>
<th>May 2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Civilian Labor Force</td>
<td>80,585</td>
<td>79,009</td>
</tr>
<tr>
<td>Total Employment</td>
<td>73,312</td>
<td>71,406</td>
</tr>
<tr>
<td>Total Unemployment</td>
<td>7,273</td>
<td>7,603</td>
</tr>
<tr>
<td>Unemployment Rate</td>
<td>9.0%</td>
<td>9.6%</td>
</tr>
</tbody>
</table>

Sources: Grand Junction Area Realtor Association, Colorado Workforce, Grand Junction City Sales Tax Department, Grand Junction Regional Airport, Grand Junction Visitor and Convention Bureau, Mesa County Building Department, Rocky Mountain Lodging Report,
19th Annual Golf Tournament

Friday, September 28, 2012
The Golf Club at Redlands Mesa

Corporate Team 4-Some $600
Includes 1 Hole Sponsorship. Double shotgun format: 7:30 a.m. or 1 p.m. (Preferred time is on first come basis) Includes cart, green fees, lunch, two drinks during the course of play and award dinner. Your company will be recognized in all online and hard copy Chamber publications.

Individual Player $110

Beverage Cart Sponsorship $500
One 2-some golf package. Your logo and name prominently displayed on beverage carts. Your company will be recognized in the tournament program and all online and hard copy Chamber publications.

Golf Cart Sponsorship $700
Your company name prominently displayed on a sign placed on each golf cart. Your company will be recognized in all online and hard copy Chamber publications.

Hole Sponsorship $200
Your company name prominently displayed on a sign placed at either a tee box or green for the duration of the tournament. Your company will be recognized in all online and hard copy Chamber publications.

Swag Bag Sponsorship:
Sponsor to provide 250 items to be placed in goody bags for golfers. Your company is also mentioned in the tournament program, follow-up publicity in the Chamber newsletter and The Daily Sentinel.

Range Ball Sponsorship $400
One individual player. Inclusion in all event marketing. Your company name and logo prominently displayed near range ball machine and on driving range. Your company will be recognized in all online and hard copy Chamber publications.

Keg Sponsorship (1 available) $400
One individual player. Your company name prominently displayed on a sign placed at either a tee box or green for the duration of the tournament. Your company will be recognized in the tournament program and all online and hard copy Chamber publications. Sponsorship includes cost of one domestic beer keg.

Dinner Sponsorship $400
One 2-some golf package. Your company name prominently displayed on a sign placed in clubhouse during duration of dinner. Your company will be recognized in the tournament program and all online and hard copy Chamber publications.

Prize Sponsorship:
Prizes to be given for Longest Drive, Longest Putt, Closest to the Pin and Closest to the Center Line. Your company will be recognized in the tournament program and all online and hard copy Chamber publications.

**Golf Tournament Sponsorships are offered on a first-paid, first-served basis**

**Select from the following sponsorship choices:**

- Corporate Team - $600
- Individual Player - $110
- Beverage Cart - $500
- Golf Cart - $700
- Hole - $200
- Range Ball - $400
- Keg - $400
- Dinner - $400
- Swag Bag (250 items)
- Prize ($45+ value)

---

Business Name:_________________________________________________________________________
Contact Person (Team Player 1):___________________________________________ Phone:______________________
Player 2:_____________________ Player 3:_______________________Player 4:___________________________________

Early Bird Tee Time 7:30 a.m. (sign-in 6:30-7:30 a.m. with continental breakfast)
Afternoon Tee Time 1 p.m. (sign-in 12:00-1:00 p.m. with hot dogs & drinks)
"Cart, green fees and two beverages included for all golfers"

Number of Additional Dinner Guests Attending ($15/person)_______________

Enclosed Check $____________________ Bill my Chamber Account $____________________
VISA/MC/DISCOVER/AMEX #:__________________________________________ EXP.___________
Authorized Signature_________________________________________ email:_________________________________

RETURN TO: THE GRAND JUNCTION AREA CHAMBER OF COMMERCE * 360 GRAND AVE. * GRAND JUNCTION, CO 81501
FAX: 970-242-3694 * TEL: 970-242-3214 * EMAIL:sharim@gjchamber.org

All events require preregistration and prepayment. Registration fees are nonrefundable four business days prior to the event. Substitutions may be made at any time.
Getting a fast turn-around on high quality color printing at a reasonable price does not have to be a long shot.

Just drop in to Precision Printing at 615 Colorado Avenue in Grand Junction, CO or shoot over to www.ppgj.com.

970-245-1294
ppgj.com

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